



CITY OF ST. MARYS, GEORGIA

ST. MARYS INTRACOASTAL GATEWAY STEERING COMMITTEE

The Steering Committee's mission is to identify, pursue and implement with City Council approval and open public participation, appropriate development and funding for the St. Marys Intracoastal Gateway. The Committee's vision is to create a citizen and visitor destination while guaranteeing public access, environmental enhancement, and economic development which is fully compatible with the Historic District of St. Marys.



July 25, 2011 at 1:00 p.m.

MEETING MINUTES as amended and approved

NOTE: THIS MEETING WAS TO CONCENTRATE ON THE TWO PROPOSERS EXPERIENCE AND QUALIFICATIONS AS WELL AS ITEMS CONTAINED IN THE RFP. ANY COMMENT OR QUESTION THAT IS NOT RELATED TO THESE MEETING PURPOSES ARE NOT APPROPRIATE.

- I. CALL TO ORDER at 1:00 PM
- II. ROLL CALL – *Mr. Weaver*

QUORUM: YES__XX__ NO__

In attendance: Mr. Jim Gant, Mr. John Morrissey; Ms. Teddie Lockhart, Mr. Roger A. Weaver; Ms. Kay Westberry; Mr. Craig Root, Mr. Phil Jones, Steve Crowell, Artie Jones, III, Mr. Sidney Howell; Ms. Mary Neff

Absent: Mr. Jim Lomis; Mr. David Keating (non-voting).

Visitors: Mr. Greg Bird, Ms. Jo Beth Bird, Mr. Mark Beavers, Ms. Johna Rush, Ms. Shannon Nettles.
- III. Sign the Attendance sheet – *Mr. Gant*
 - A. The Visitors signed the Attendance Sheet
- IV. Welcome – *Mr. Gant*
 - A. Mr. Gant welcomed the visitors and the first presenter, *Community Development Partners, Inc., Jonesboro, GA*
 - B. The second presenter *West Midtown, LLC, Atlanta, GA* arrived later and was welcomed in the same manner.
- V. Committee Introductions – *Committee members*
 - A. All committee members introduced themselves to the first presenter, *Community Development Partners, Inc., Jonesboro, GA*
 - B. The second presenter *West Midtown, LLC, Atlanta, GA* arrived later and the Committee introduced themselves to that presenter in the same manner.
- VI. Congratulations and Meeting Purpose – *Mr. Gant*
 - A. Mr. Gant congratulated the first presenter on their submission and discussed the meeting purpose.
 - B. Mr. Gant congratulated the second presenter when they arrived on their submission and discussed the meeting purpose in the same manner.

- VII. Team Introductions – *Community Development Partners, Inc., Jonesboro, GA - by Team members*
- A. *Community Development Partners, Inc., Jonesboro, GA* introduced their team members that were present which were made up of Mr. Kirby Glaze, Mr. Bill York, Ms. Monica Mastriani. These team members represent the Paradise Hotel Group, Greenline, and J.T. Turner. Each member gave a brief synopsis of their experience and background.
- B. Mr. Glaze led their discussion on RFP concerns:
1. Time to complete project – two years from time public/private partnership is formed to occupancy.
 2. Will develop project that fits into the community.
 3. To give you proposal as to what they believe could be on site will take time
 4. Cannot accomplish market test between now and August 24th.
 5. Require a pre-development agreement with firm milestones.
 6. When all milestones are met, then a development agreement will be formalized.
 7. If the other developer is ready to go now, then go for it.
 8. Private equity source could be used such as insurance company/pensions/but not necessarily bank financing.
 9. Project will need equity partners.
 10. Will share in costs/share in results for marketing study (approx. \$30,000 will cover this).
 11. Will work with committee to get any ‘grants’ that are available.
 12. Would handle the RFP deadline:
 - a. Obviously hear from the other proposer.
 - b. Amend certain terms.
 - c. Will not submit all that is asked for, but will respond and go from there.
 - d. It will take a minimum of two years from start of process to start construction.
 - e. No funds will be necessary except for the market study.
 - f. What is target market?
 - g. How to include High end? Paradise will be helping with this.
 13. Will provide firm number for marketing study.
- VIII. Team Introductions – *West Midtown, LLC, Atlanta, GA by Team Members*
- A. Mr. Chip Drury made the presentation on behalf of his company, West Midtown, LLC. He represents his development partners: Kevin Hart, Royal Society of Architects, Birmingham, MI; Nick Geomarko, City Planner; Bert Wright Contractor; Charles Smith, Attorney; Bert Guy, Attorney; Owners of Cabin Bluff.
- B. Mr. Drury led the discussion on his firm.
1. St. Marys is a monumental place.
 2. Not much economic incentive for hotels.
 3. This project should be combined with a larger facility.
 4. 200 Room min. on site, but if site is too small, could buy additional property.
 5. World Class Hotel is needed on site.
 6. Comment from committee to not exceed site parameters, but the larger canvas is up to Mr. Drury.
 7. Not necessarily any money available for hotels at this time on this small of site.
 8. Proposal will need assistance from the redevelopment powers act for this and for any larger project.
 9. Additional incentives will be sought from the State.
 10. His vision is to change the image of St. Marys by 0%.
 11. Incentives such as the redevelopment powers act need to be in place by February, 2012.
 12. Construction start by July, 2012
 13. Construction finished by July, 2013.
 14. Redevelopment powers referendum in June of 2012.
- IX. Questions from Submitters and Committee Members – *moderated by Mr. Gant*
- A. Questions were informal and included in the discussion listing above.
- X. Closing: Motion to adjourn at 3:25 PM by Mr. Root; Second by Mr. Morrissey; Unanimous.

Destiny is not a matter of chance, it is a matter of choice; it is not a thing to be waited for, it is a thing to be achieved.
William Jennings Bryan quoted at the Council presentation on June 14, 2010 regarding the 100 Ready Street Project